

# The Small Business Investment Company (SBIC) Program

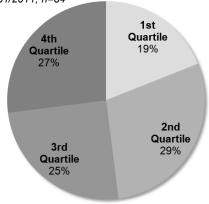
Helping Meet the Capital Needs of American Small Business

# Competitive Returns to Investors

SBICs have historically delivered returns to private investors that are competitive with other funds in the market. The Net IRRs of SBICs licensed between 1998 and 2006 are distributed nearly evenly across industry quartiles. On a pooled-basis, these funds have also yielded cash multiples in-line with private equity benchmarks.

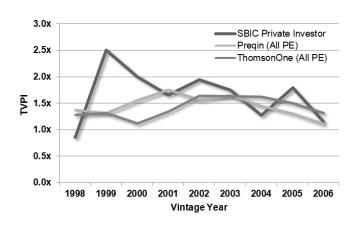
# Distribution of SBICs by Private Equity Quartile

Based on SBIC Private Investor Net IRR & Prequin Quartiles (All PE); Vintage Years 1998-2006; Results as of 12/31/2011: n=84



#### SBIC Private Investor Returns vs. Benchmarks

Total Value to Paid-in Capital (TVPI); Pooled Basis as of 12/31/2011



## Benefits to Bank Investors

### **Exemption from the Volcker Rule**

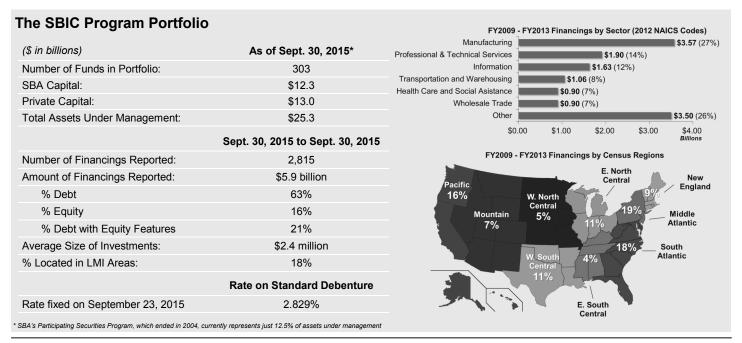
Bank investments in SBICs are exempt form the 3% cap set forth by the "Volcker Rule" under the Dodd-Frank Wall Street Reform and Consumer Protection Act (PL-111-203).

#### Community Reinvestment Act (CRA)

Investments in SBICs are presumed qualified for CRA credit.

## Fund Structure & Economics

- Structure of LP preferred return
- GP carry, management fees and vesting schedules in line with industry norms
- Alignment of carry distribution with time dedication and level of responsibility
- Adequate fund infrastructure
- Evidence of fundraising traction



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